I/R Code 47.40
July 1986

SUPPLEMENT TO MONTHLY SURVEY OF

LIFE INSURANCE SALES IN THE UNITED STATES

U.S. ORDINARY SALES
Revised through June 1986

125 Companies

	Annualized premium (000)			Face amount (000)			Number of policies		
	1985	1986	Ratio 86/85	1985	1986	Ratio 86/85	1985	1986	Ratio 86/85
January	$ 437,042	$ 442,102	101%	$ 40,435,545	$ 40,595,173	100%	716,401	665,383	93%
February	425,255	424,382	100	40,282,619	41,349,581	103	747,203	729,968	98
March	472,136	464,204	98	45,122,102	44,841,709	99	840,375	795,654	95
April	471,487	493,407	105	45,927,683	47,558,396	104	849,339	804,486	95
May	481,275	477,171	99	47,192,503	45,876,064	97	849,503	801,140	94
June	455,808	465,691	102	44,240,210	45,032,391	102	793,244	794,279	100
July	455,516			43,814,423			771,489		
August	462,100			43,742,109			774,409		
September	454,132			42,800,641			774,084		
October	552,182			50,031,037			858,515		
November	473,535			45,609,435			790,672		
December	684,460			55,912,328			862,976		
Year total	$5,824,928			$545,110,635			9,628,210		
Year to date	$2,743,003	$2,766,957	101%	$263,200,662	$265,253,314	101%	4,796,065	4,590,910	96%

114 Ordinary Companies and Departments

	Annualized premium (000)			Face amount (000)			Number of policies		
	1985	1986	Ratio 86/85	1985	1986	Ratio 86/85	1985	1986	Ratio 86/85
January	$ 363,503	$ 367,365	101%	$ 35,534,194	$ 35,358,886	100%	447,566	416,335	93%
February	342,759	338,790	99	34,441,405	34,950,362	101	453,061	431,276	95
March	376,374	370,550	98	38,259,157	38,071,262	100	503,385	468,839	93
April	369,699	396,149	107	38,769,616	40,451,102	104	504,389	490,710	97
May	381,090	380,701	100	40,151,455	38,849,024	97	510,470	466,245	91
June	361,880	371,640	103	37,463,942	38,200,905	102	481,560	462,308	96
July	363,138			37,229,090			463,576		
August	368,188			37,039,499			460,995		
September	361,208			36,236,940			453,329		
October	452,534			42,915,335			536,005		
November	376,408			38,660,714			475,664		
December	583,715			48,878,594			555,830		
Year total	$4,700,496			$465,579,941			5,845,830		
Year to date	$2,195,305	$2,225,195	101%	$224,619,769	$225,881,541	101%	2,900,431	2,735,713	94%

21 Combination Companies and Departments

	Annualized premium (000)			Face amount (000)			Number of policies		
	1985	1986	Ratio 86/85	1985	1986	Ratio 86/85	1985	1986	Ratio 86/85
January	$ 73,539	$ 74,737	102%	$ 4,901,351	$ 5,236,287	107%	268,835	249,048	93%
February	82,496	85,592	104	5,841,214	6,399,219	110	294,142	298,692	102
March	95,762	93,654	98	6,862,945	6,770,447	99	336,990	326,815	97
April	101,788	9[illegible],258	96	7,158,067	7,107,294	99	344,950	313,776	91
May	100,185	9[illegible] 470	96	7,041,046	7,027,040	100	339,033	334,895	99
June	93,928	94,051	100	6,776,268	6,831,486	101	311,684	331,971	107
July	92,378			6,585,333			307,913		
August	93,912			6,702,610			313,414		
September	92,924			6,563,701			320,755		
October	99,648			7,115,702			322,510		
November	97,127			6,948,721			315,008		
December	100,745			7,033,734			307,146		
Year total	$1,124,432			$ 79,530,694			3,782,380		
Year to date	$ 547,698	$ 541,762	99%	$ 38,580,893	$ 39,371,773	102%	1,895,634	1,855,197	98%